



# ***News Release***

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## ***Federal Contracting Event to be Held for Women-Owned Small Businesses***

**Uniondale, NY-** “Women Doing Business with the Federal Government,” is a free half-day seminar sponsored by the U.S. Small Business Administration. The purpose of the training program is to provide women business owners with the information they need to successfully sell their products and/or services to the federal government’s buying representatives.

The event will take place on Monday, **September 20, 2004**, from 8:00 a.m. to 1:30 p.m. at One EAB Plaza, Uniondale, Long Island. As an added benefit to the event, attendees will be considered to participate in an upcoming government-contracting matchmaking event in October.

Experts will be discussing topics such as, “How to Acquire Government Contracts;” “How to Work with Prime Contractors;” “How to Create your Procurement Marketing Plan;” and “How to Get Bid, Payment and Performance Bonds.”

“This is a not so common opportunity where we have such a number of experts gathered together to convey this important information specifically to women business owners,” said Jose Sifontes, district director of the SBA’s New York District Office. “I urge smart business owners to take advantage of it,” added Sifontes.

The event is being conducted in cooperation with the National Association of Women Business Owners, the Suffolk County Women’s Business Enterprise Coalition, the U.S. Women’s Chamber of Commerce, the Government & Industry Advocates for Small Business, Brookhaven National Laboratory, the Long Island

Development Corporation and the Farmingdale and Stony Brook small business development centers.

For more information or to register, call 631-454-0768 or e-mail to [barbara.whiting@sba.gov](mailto:barbara.whiting@sba.gov).

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